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[SEGIS] Subject: Solicitation [10474] Question set [9] Questions [1] to [4]

Contractors have asked the following questions on the subject RFQ. The questions and answers will be distributed to all contractors currently in consideration for award of this contract.

Question 1
Set 9

Regarding the below, is there a specific time on Jan 21 that is the cutoff, i.e. midnight, 5pm Pacific, etc.?

Also, the RFP mentions the reports shall be submitted in both hard copy and electronic copy (bottom of page 5). Does the hard copy need to arrive by Jan 21 or just be postmarked by Jan 21?

Answer:

Proposals are due by Midnight on February 4, 2008.
Hardcopies shall be postmarked by February 4, 2008.

Question 2
Set 9

1. Please explain the difference between 2.1 #3 "The potential of the offeror's technology to allow for future development and commercialization" and 2.1 #5 "The potential of the technology to be commercialized within SAI goals."

2. Please explain the difference between 2.2 #1 "The viability of its technical approach" and 2.2 #2 "The reasons the proposed plan and its implementation is achievable and technically feasible."

3. Please explain the difference between 2.1 #4 "Risk factors that must be overcome to achieve its objectives" and 2.2 #4 "The critical success factors, risks"

We thought that above underlined items are redundant.

Answer:

There is some redundancy with these terms, but there are subtle differences

Question 1: There is a difference between the potential for future development and commercialization. A product can be initially commercialized as part of this RFQ, but can also have the potential for future development that may not be economically feasible at this time, or that may need further infrastructure advances or technological advances for future development. Please use SAI goals as guidance for commercialization in the proposal when possible. SAI goals may be different than the proposer's goals for commercialization and it is those differences that should be addressed.

Question 2: Please take a look at all three terms and determine if the proposal fits viability, achievability, and technical feasibility. All three terms do have some similarities but technically feasible may still require excessive resources beyond the scope of this RFQ and does not ensure the end product is viable. Similarly, achievable will likely pertain to technical achievable but the economics may preclude

the marketing of a viable system.

Question 3: Risk factors and risks are redundant. Please address risks and risk factors in a similar manner. Success factors are discretionary and may depend upon future market development for the product but nevertheless how the key technical factors and the development approaches selected will lead to success should be addressed.

Question 3
Set 9

The RFP provides detailed instructions for the cost proposal for Stages 1 and 2. The instructions for Stage 3 are: "The offeror shall submit a budget for Stage 3 which will be used to determine the cost realism of the offeror's proposed efforts. While this budget need not be as detailed as the budget for Stages 1 and 2, the offeror shall identify the cost drivers and assumptions for these budgets."

What, specifically, is needed for the Stage 3 cost proposal at this time?
Is Form SF-6432 required?

Answer:

The offeror shall identify the cost drivers and assumptions for the Stage 3 budget. SF-6432 is not required but, please see Cost Proposal Instructions and samples 1 and 2 located at: <http://www.sandia.gov/SAI/>

Please also see FAR 15.404-1(D) for additional clarification.

Question 4
Set 9

The RFQ states clearly that the response is to be submitted electronically. One of the previous questions asks about the date of sending a hard copy via mail. Is that hard copy via mail also a requirement?

A previous question also asks about the scanned PP. 1-4. Is it correct that only P. 1, the cover page, requires the Authorized Offeror Signature?

The RFQ asks for the name and contact information for the auditor. Must the Balance Sheet and P&L be submitted by the auditor with auditor signature or may we simply provide name and contact info and submit the company financials ourselves?

Answer:

Please send a hard copy post marked by February 4, 2008.
An authorized signature is only required on page 1.
Your financial representative may sign the balance sheet or your financials.

Please feel free to contact me if you have any comments or questions.

Carolyn David
Sandia Contracting Representative